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Real Estate Education Committee

4/7/2016 9:30:00 AM

Conference Room A
861 Silver Lake Blvd., Suite 203
Dover, DE 19901

Posted: 03/31/2016 JW

Posted: 04/06/2016 JW



STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

CANNON BUILDING
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AMENDED AGENDA
(Amended items are noted with an
asterisk)

I. Call to Order

II. Review and Approval of Minutes - March 3, 2016

III. Unfinished Business

- A. Discussion Regarding Potential Revisions to Broker's Course Outline - Tabled Until May 5, 2016

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Applications
 - 1. Delaware State University & Johns Hopkins Carey Business School
 - a. Course Title: Place-Making Economic Development through Real Estate Innovation
Module: 6
Credit Hours: 3.0
 - 2. Frederick Academy of Real Estate
 - a. Course Title: Delaware 99-Hour Broker/Associate Broker Licensing Course
Credit Hours: 99
 - b. Course Title: 99-Hour Delaware Pre-Licensing Course

Credit Hours: 99.0

c. Course Title: Agency and Fair Housing
Module: 1
Credit Hours: 3.0

d. Course Title: Professional Standards
Module: 2
Credit Hours: 3.0

e. Course Title: Real Estate Documents
Module: 3
Credit Hours: 3.0

f. Course Title: Office Management
Module: 4
Credit Hours: 3.0

g. Course Title: Agency
Module: 5
Credit Hours: 3.0

h. Course Title: Bankruptcy
Module: 5
Credit Hours: 3.0

i. Course Title: Deferred Exchanges & Capital Gains Tax
Module: 5.0
Credit Hours: 3.0

j. Course Title: Charitable Giving Through Donations of Real Estate
Module: 6
Credit Hours: 3.0

k. Course Title: Foreclosures
Module: 7
Credit Hours: 3.0

3. Jack Lingo, Inc., REALTOR

a. Course Title: Real Estate Jeopardy - Office Management & Legislative Issues
Module: 4 or 5
Credit Hours: 3.0

b. Course Title: 50 Shades of Contracts: An Advanced Look at the Agreement of Sale
Module: 3.0
Credit Hours: 3.0

4. McKissock, LLC

a. Course Title: New Salesperson Module 1 - Professional Standards in Real Estate
Module: New Licensee Module 1
Credit Hours: 3.0

- b. Course Title: New Salesperson Module 2 - Agreement of Sale - Buyer Representation
Module: New Licensee Module 2
Credit Hours: 3.0
 - c. Course Title: New Salesperson Module 3
Module: New Licensee Module 3
Credit Hours: 3.0
 - d. Course Title: New Salesperson Module 4 - Real Estate Professionalism
Module: New Licensee Module 4
Credit Hours: 3.0
 - e. Course Title: Uncovering the Facts about Mortgage Finance
Module: 7
Credit Hours: 3.0
- 5. Sussex County Association of REALTORS
 - a. Course Title: Resort and Second Home Property Specialist
Modules: 6 & 7
Credit Hours: 6.0
 - b. Course Title: American Warrior Real Estate Professional
Module: 3 or 6 or 7
Credit Hours: 3.0
- 6. The CE Shop, Inc.
 - a. Course Title: Pricing Strategies: Mastering the CMA
Module: 7
Credit Hours: 6.0
 - b. Course Title: Real Estate Safety Matters: Safe Business = Smart Business
Module: 7
Credit Hours: 4.0
 - c. Course Title: Attracting Online Consumers: Listing and Syndication
Module: 7
Credit Hours: 3.0
- 7. Ward and Taylor, LLC
 - a. Course Title: Serving the Military Market
Module: 7
Credit Hours: 3.0
 - b. Course Title: Capturing the Military Market
Module: 6
Credit Hours: 3.0
- 8. Delaware Association of REALTORS*

Course Title: Boots to Homebuying: VA Lending-Credit, Loan Qualifying and SCRA Rights
 Module: 7
 Credit Hours: 3.0

C. Review of Instructor Applications

1. Richard Cooper
 Continuing Education: New Licensee Modules 1 - 4; Continuing Education Modules 1 - 6

Pre-Licensing Course: Orientation; Real Estate Sales

2. Darren Corder
 Continuing Education: Module 7 - Credit Basics for Mortgage Lending; VA Lending 101; SCRA Act - Housing Portion

3. Bruce Plummer
 Continuing Education: New Licensee Modules 1 - 4; Continuing Education Modules 1-6; Module 7 - GRI 101 - Planning and Developing a Real Estate Business; GRI 301 - Working with Buyers and Sellers; The Real Estate's Agent's Disclosure Duties in Delaware

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

4. Mark Randolph
 Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

5. William Salamone
 Continuing Education: Module 7 - DSHA Home Buyer Programs

6. Louise Thaxton
 Continuing Education: Modules 3, 6, & 7

7. Frank Panunto*
 Continuing Education: New Licensee Modules 1-4; Continuing Education Modules 1-6

Pre-Licensing Course: Orientation, Real Estate Sales

D. Review of Student CE Requests for Reconsideration*

1. Morgan Benson*
 Course Title: Procuring Cause and Conflict Resolution
 Course Provider: Century 21 Gold Key Realty
 Credit Hours: 3.0
 Requesting Approval for Module: New Licensee Module 1

2. Morgan Benson*

Course Title: Seller Disclosure
Course Provider: Century 21 Gold Key Realty
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 3

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - May 5, 2016

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.